

<u>CATEGORY/NAME</u>	<u>PARTY</u>	<u>POSITION/COMMITTEE</u>	<u>REALTIONSHIP</u>
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Most Powerful Legislators

Senate

Chet Brooks	D	Chairman, Health	1
Kent Caperton	D	Chairman, Jurisprudence	1-2
Ike Harris	R	Chairman, Economic Development	2
Bill Hobby	D	Lieutenant Governor	1
Bob McFarland	R	Chairman, Criminal Justice	1
John Montford	D	Chairman, State Affairs	1
Hugh Parmer	D	Chairman, Intergovernmental Relations	2-3

House

David Cain	D	Chairman, Transportation	2
Bruce Gibson	D	Chairman, Finance	1
Lena Guerrero	D	Vice Chairman, State Affairs	2-3
Pete Laney	D	Chairman, State Affairs	2 -
Gib Lewis	D	Speaker	2
Dan Morales	D	Ways & Means	1
Rick Perry	D	Judicial Affairs	2-3
Jim Rudd	D	Chairman, Appropriations	1
Stan Schlueter	D	Chairman, Ways & Means	2
Terral Smith	R	Chairman, Natural Resources	1-2
Jack Vowell	D	Appropriations	0
Ric Williamson	D	Transportation	2

Least Friendly Legislators

Senate

Chet Brooks	D	Health	1
Buster Brown	D	Jurisprudence	2-3
Eddie Bernice Johnson	D	Education & Health	1-2

House

Erwin Barton	D	Chairman, Human Services	0
Senfronia Thompson	D	Chairman, Rules & Resolutions	1

Friendliest Legislators

Senate

Richard Anderson	D	Economic Development	3
Ken Armbrister	D	Economic Development	3
Gonzalo Barrientos	D	Education	2
Temple Dickson	D	Replacing Sen. Grant Jones	0
Bob Glaskow	D	Chairman, Rules	1
Bob McFarland	R	Chairman, Criminal Justice	1
Hugh Parmer	D	Chairman, Intergovern Rel.	2-3

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Most Powerful Interest Groups

TX Bankers Assn 203 W. 10th Austin, TX 78701	Bob Harris, Exec. Vice President Jim Lederer/Lobbyist	4 or 5 lobbyists	2
TX Black Caucus 2323 Caroline Houston, TX 77004	Rep. Larry Evans	Votes in block	1
TX Medical Assn 1801 N. Lamar Austin, TX 78701	Robert Mickey Director Angelo Zotterelli/Lobbyist	Bucks	1
TX Mex-Amer Caucus 2829 Iris McAllen, TX 78501	Rep. Juan Hinojosa	Votes in block	1
TX Realtors Assn 1946 S. IH 35 Austin, TX 78704	Phillip Elam, Director Curtis Fuelberg/Lobbyist	Strong lobby	3
TX Trial Lawyers Assn 1220 Colorado Austin, TX 78701	Joe Woods, Director Jim Galiss/Lobbyist	Several in-house lobbyists	0

Movers & Shakers (not listed above) including top lobbyists

<u>Jack Gullahorn</u> P. O. Box 571 Austin, TX 78767	N/A	Is team leader for most big-time lobbying efforts. (Texaco & Pennzoil, e.g.)	3
Jess Hay Lomas & Nettleton 2001 Bryan Tower Dallas, TX 75201	Uses contract lobbyist, Jack Wheeler	Dallas mortgage banker; many legislators listen to Hay	0/Hay 2/Wheeler
Houston City Council P. O. Box 1562 Houston, TX 77251	Collette Grimstead Lobbyist	Always active and aggressive on state level; largest city delegation; full-time lobbyist	1
Bobby Inman Austin, TX 78701	N/A	Heads micro-computer chip consortium; politically active-high-tech mover	0
<u>Rusty Kelley</u> 203 San Jacinto Bldg Austin, TX 78701	N/A	Contract lobbyist/24 clients; 10 big-time clients <i>See Regional Constituency Development Bud '77.</i>	3
Ross Perot 777 Main Street Dallas, Tx 75201	N/A	Businessman-very politically active; instigated TX school reform	1

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Friendliest Legislators cont'd

Senate

Craig Washington	D	Criminal Justice	1
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House

Fred Agnich	R	Environmental Affairs & Energy	1-2
Weldon Betts	D	Labor & Employment Relations	3
John Gavin	D	Chairman, Insurance	0
Dudley Harrison	D	Chairman, Agriculture & Livestock	1
George Pierce	R	Chairman, Urban Affairs	1
Barry Telford	D	Corrections & Public Safety	1

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TEXAS BUSINESS NETWORK

To achieve the goal and objectives outlined for the Texas Business Network, a two-phase effort of contact mobilization and coalition education/development are needed:

A. PHASE I: Contact Mobilization

1. Structure: Unlike traditional mobilization campaigns which involve the generation of mass mailings and telephone calls to legislators, a more targeted and direct approach will be employed. A list of political contributors and prominent individuals in agriculture, business and labor will be developed by each manager. This "opinion leader list" should contain the names of those key individuals in a district who are influential with the targeted legislator and who support product liability reform.
2. Process: The manager will identify this group who are personally close to the targeted legislator (i.e., campaign contributors, leading business people, city, county or state legislators, political party leaders and labor leaders.) The manager will provide each "opinion leader" with informational and educational materials on the issue. The manager will then contact each individual on the "opinion leader list" and solicit commitments to participate in the effort.
3. Results: At the appropriate time, the manager will instruct the "opinion leaders" to contact their targeted legislator concerning specific reform issues. The contacts may be in the form of a personal phone call, meetings in the state capitol or district, or personal letters.

B. PHASE II: Coalition Education/Development

1. Process: The manager will organize meetings in which members develop a long-range plan which can be activated at the appropriate time. The plan will include activities which will:
 - o Educate the public and business communities of the impact of reform legislation.
 - o Generate public interest in and support to such legislation.
 - o Influence local elected officials to support it.
 - o Generate communication to influence targeted legislators.

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2. Specific Activities: Using "opinion leaders," and other similar contacts, the manager will direct the following specific activities designed to build a comprehensive district campaign to affect the positions of targeted legislators.
 - o Sponsoring educational forums within the agricultural, business, civic and political communities.
 - o Developing a comprehensive profile of the targeted legislators (e.g., favorite causes, hobbies, interests, etc.).
 - ✓ o Sponsoring fundraising events on behalf of the targeted legislators to be appropriately timed with the legislators' election cycle.
 - ✓ o Sponsoring charitable, cultural and/or other events which benefit the favorite causes of the targeted legislators.
 - ✓ o Developing an honorarium program in which the targeted legislator is invited to speak before the key members of the "opinion leader list."

Addendum

MANAGER'S RESPONSIBILITIES:

1. Strategy Development: The state manger will attend briefings in Austin and be available for other meetings, when requested, for the purpose of assisting in the development of program strategy.
- ✓ 2. Contact Identification: The manager will identify at key contacts in the district's agricultural and business communities who are close to the targeted legislator.
- ✓ 3. Contact Interest: The manager will determine the interest of each "opinion leader" to participate in the effort to influence the legislator.
- ✓ 4. Contact Mobilization: The manager will organize and facilitate the communication of the "opinion leader list" with the targeted legislator.
5. Education/Development: The manager will facilitate, organize and manger the coalition and its specific activities.
6. Progress Reports: The manager will provide regular progress reports to the state lobbyists.

TBN2

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TEXAS

1989 LEGISLATIVE REVIEW

- * Defeated Consumer Excise Tax on Cigarettes
- * Defeated Smoking Restriction, Clean Indoor Air, Trial Lawyer Bills
- * Amended Vending Machine Bill

1990 DEFENSIVE PLANS

- * No Regular Session In 1990
- * Implement Outreach Program to Defeat Consumer Excise Tax in 1991
- ✓ * Outreach Plan Includes Securing Influence with Governor, Comptroller, Key Senators, House Leadership
- * Leadership Changes: Governor, Lt. Governor, Attorney General, Comptroller

1990 PROACTIVE PLANS

- * No State Level Plan for 1990
- ✓ * TI Lobbyist Working to Modify Current Ordinances in Several Cities

✓✓ LOBBYISTS

- * Assessments
 - PMUSA - Dick Brown
 - TI - Gaylord Armstrong
 - RJR - Miller - Robert Johnson
 - B & W - Cal Varner
 - Product Liability Team, Headed by Jack Gullahorn
- * Dealing with Weaknesses
- * Meeting with Grasstops

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LOUISIANA

1989 LEGISLATIVE REVIEW

- * Defeated Consumer Excise Cigarette Tax Increase Proposals in April Referenda, Regular Session, Special Session
- * Defeated Smoking Restriction, Sampling Ban, Death Certificate, and Trial Lawyer Legislation

1990 DEFENSIVE PLANS

- * Expect Major Push for Increase in Consumer Excise Tax on Cigarettes
- * Defeat Tax and other Adverse Bills through Outreach Program
- * Outreach Program Includes Continued Support of All Legislators and a Strong Team Lobby
- * No Leadership Changes until 1992: Roemer's Power is Gone

1990 PROACTIVE PLANS

- * Enact Bill to Prohibit Discrimination Against Smokers
 - Senate Health Committee Chair will introduce bill, with majority of committee as sponsors
 - Dual introduction by Health Committee Chair
 - Senate floor vote as quickly as possible following committee vote
 - Success depends on lobby team coordination for passage on House floor
- * Taxes vs. Proactive

LOBBYISTS

- * Assessments
 - PMUSA - Randy Haynie
 - TI - Jo Wood Guidry
 - RJR - C.J. Bloch - Johnny Koch
 - Miller - Bud Mapes
 - Product Liability Team
- * The Team Effort - Meetings

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LOUISIANA CONT.

GRASSTOPS

- * Assessments
 - Tommy Hudson (Johnston)
 - Cecil Warren (Tauzin)
- * Coordinate to Help with State Efforts

CONSTITUENTS

- * More Financial Support and Attention for all Groups in 1990
- * Particularly Strong with Wholesalers and Distributors
- * Need to Cultivate Support from Retailers and Restaurants
- * Get Help from LABI on Smoking and Taxes

NYO SUPPORT PROGRAMS

- * Research Study: Helping to Solve Louisiana's Financial Crisis (Alternate Revenue Options)
- * Speeding up Mass Mobilization

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ARIZONA

1989 LEGISLATIVE REVIEW

- * Defeated Consumer Excise Cigarette Tax Increase
- * Defeated Sampling Ban, Cigarette Vending Machine Ban and Billboard Warning Label Size Bills

1990 DEFENSIVE PLANS

- * October Special Session: "Fiscal 2000"
- * Defeat Consumer Excise Tax on Cigarettes and other Adverse Bills in Special and Regular Sessions
- * Lobby Connections - Mangum & Scheffel
- * Mangum Honoraria Outreach Program
- * Leadership Changes - Governor's Race

1990 PROACTIVE PLANS

- * Enact Bill to Prohibit Smoker Discrimination
- * Authors not in Place
- * Need to Push TI and PM Lobbyists

LOBBYISTS

- * Assessments
 - PMUSA - John Mangum
 - TI - Ernie Hoffman
 - RJR - Rich Scheffel
 - Miller - Bob Fannin

GRASSTOPS

- * None

CONSTITUENTS

- * More Financial Support In 1990
- * TI Meetings Create Strong Team Effort

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KANSAS

1989 LEGISLATIVE REVIEW

- * Defeated Smoking Restriction and Sampling Ban Bills
- * Stalled Passage of Legislation to Disallow Benefits for Policemen and Firemen who Smoke; Carried over to 1990

1990 DEFENSIVE PLANS

- * Defeat Tax and other Adverse Legislation
- * Switch Lobbying Focus from House Health Committee to Senate Health Committee
- * Significant Leadership Changes Following The 1990 Session

PROACTIVE PLANS

- * Enact Bill Providing for Minimum Regulation of Sampling with Preemption Clause by Offering Committee Substitute for Sampling Ban Bill
- * Success Depends on Direct Lobbying in Concert with Cooperation from House Health Committee Chair

LOBBYISTS

- * Assessments
 - PMUSA - Bill Henry
 - TI - Bill Mitchell
 - RJR - Pete McGill

GRASSTOPS

- * Assessments
 - John Bottenberg (Slattery)
 - Mike Pettit (Dole)

CONSTITUENTS

- * Reactivate TAN Meetings
- * More Financial Support
- * Restaurant Group Most Helpful

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KANSAS CONT.

CONSTITUENTS

- * Continue to Co-Sponsor Functions
- * Cultivate Relationships with State Employee and Teacher Associations for Proactive

NYO

- * Letters to the Editor, Op Ed Pieces

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MISSOURI

1989 LEGISLATIVE REVIEW

- * Defeated Consumer Excise Cigarette Tax Increase
- * Defeated Smoking Restriction Bills
- * Smoker's Anti-Discrimination Bill Died in Committee

1990 DEFENSIVE PLANS

- * Defeat Governor's Proposal for 8-cent Consumer Excise Tax on Cigarettes
- * Senate President Cut Deal with Governor on Cigarette Tax
- * Louis Rich Plant Defense
- * No Leadership Changes

1990 PROACTIVE PLANS

- * Enact Smoker's Anti-Discrimination Bill
 - Sen. Bass to reintroduce SB440
 - Move bill early with labor coalition support
 - Britton to NYC
- * Enact Bill to Marginally Regulate Public Smoking with Local Preemption Clauses
 - Amend severe smoking restriction proposal in committee
 - Bill's sponsors will choose between passing amended bill or defeating entire measure

LOBBYISTS

- * Assessments
 - PMUSA - Tom Powell
 - TI - John Britton
 - RJR - Harry Gallagher

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MISSOURI CONT.

GRASSTOPS

- * Ann Tretter (Gephardt & Danforth)

CONSTITUENTS

- * More Financial Support
- * Good Working Relationship with Wholesalers (Tom Powell)
- * Nurture Relationship with ACLU and AFL-CIO for Proactive Plan

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NEW MEXICO

1989 LEGISLATIVE REVIEW

- * Defeated Consumer Excise Cigarette Tax
- * Introduced Bill to Prohibit Higher Insurance Premiums for Smokers

1990 DEFENSIVE PLANS

- * Anticipate Revival of Tax Issue
- * Continue to Support Speaker Sanchez
- * Political Contributions
- * No Leadership Changes

1990 PROACTIVE PLANS

- * Enact Weak Statewide Smoking Restriction Law with Local Preemption Provision
 - Introduced by Sen. Aragon
 - Determine Committee referral
 - NM Municipal League is key to success
 - Low Profile For Industry
- * Enact Anti-Smoking Discrimination Law
 - Introduce in House
 - Work with constituents, including labor, to help pass

LOBBYISTS

- * TI - Bob Barberousse

GRASSTOPS

- * Brian Sanderoff (Richardson)

CONSTITUENTS

- * Work Well with Tobacco & Candy Dist.
- * Board of Realtors and Bowling Alley Assn. Helpful

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OKLAHOMA

1989 LEGISLATIVE REVIEW

- * Defeated Proposal to Increase Consumer Excise Tax on Cigarettes
- * Passed Bill to Require Designated Smoking Areas in State Buildings (Proactive)

1990 DEFENSIVE PLANS

- * Anticipate Governor will Push Consumer Excise Tax on Cigarettes in 1990
- * Continue to Cultivate Tremendous Support from Leadership
- * Leadership Changes - Speaker may run for Governor

1990 PROACTIVE PLANS

- * Enact Bill to Prohibit Smoker Discrimination
- * Lobby Team Still in Planning Stages: When to Approach Leadership (Cullison, Lewis)

LOBBYISTS

- * Assessments
 - PMUSA - Tom Rogers
 - TI - Ken Nance
 - RJR - Mandell Matheson
 - Smokeless - Richard Huddleston

GRASSTOPS

- * Discussion Of Status - Dean Sims, Steve Kelley, and Joe Hodges (Sen. Boren)

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